

DECEMBER 1988

COMPAQ NEWS

VOLUME 6, ISSUE 10

## International media awards

A panel representing leading international computer-industry publications has chosen two models from Compaq for its Computer of the Year awards.

The COMPAQ PORTABLE III was named outstanding portable for the second consecutive year. The COMPAQ DESKPRO 386/25 was named No. 1 in

the 80286/386 category.

Computers were judged on technical features, technical perfection, market acceptance and standing as a market benchmark.

CHIP magazine of the Federal Republic of Germany (West Germany) presided over the annual competition and

joined in the selection process. Other selecting publications included Personal Computing, U.S.; Practical Computing, U.K.; Chip-micros, Spain; komputer, Poland; Impulzus, Hungary; svjet computer, Yugoslavia; ASCII-Magazine, Japan; CHIP, Italy; and soft et micro, France. **More media awards — page 3.**

## COMPAQ BREAKS NEW GROUND

THURSDAY, 27TH OCTOBER 1988

GUEST OF HONOUR, MR. PHILIP YEO  
CHAIRMAN, ECONOMIC DEVELOPMENT BOARD

COMPAQ  
ASIA PTE LIMITED



Economic Development Board Chairman Philip Yeo is at the podium for ground-breaking ceremonies in Singapore. Story, page 3

## Another great year for Compaq

This has been another year of extraordinary accomplishment for all of us.

We seldom stop to think about our long-term accomplishments or our company's place in the world, but the end of the year is a good time to do so.

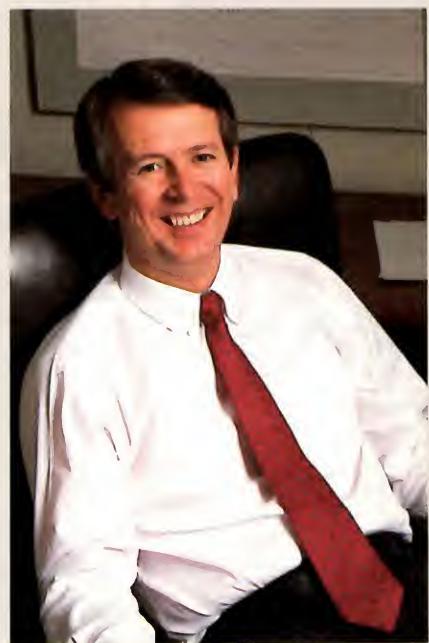
Compaq continues to grow dramatically in every way — people, facilities, products, profitability, prestige. While growth is important, even more impressive is the quality that goes into everything we do. Compaq has the reputation for "doing things right," and we do. We still set our industry's pace.

One of the unique things about 1988 is that the Compaq family truly became worldwide. And that perspective we established in the beginning of doing "what makes sense," has quickly turned us into a global phenomenon.

Each of you can be justly proud, and deserves to be congratulated, on what you've accomplished together as the worldwide Compaq team.

But we can't take our success for granted. It has been hard won, and we will have to work just as hard to maintain it. We face as many challenges as ever. All the challenges and opportunities of company and market growth, new technologies, competition, market forces, are bigger than ever.

I'm confident that as we enter 1989, Compaq



Rod Canion.

is in the best position yet to take advantage of the promising period we are entering. We are unmatched in our ability to use new technology. The reputation and value of our products have never been higher. And, business relationships with dealers are not only strong, but still unique in the industry.

Overall, my greatest confidence is in our people and the values you reflect. The effort you've all devoted to working together as a team, learning to count on one another, remembering that each person in the company is important to our success and helping each person be a part of that

success, is really the secret ingredient. It is your commitment to each other and to quality that has made Compaq such an exciting and rewarding place to work. And I expect that in 1989 we will continue to reflect the kind of excitement that has worked so well for us.

So as this year draws to a close, let me sincerely wish you and your families all the best in the coming year and a happy and warm holiday season.

*Rod Canion*



Queen Elizabeth attended opening ceremonies of Richmond Riverside, COMPAQ Computer Limited's new office site. Joe McNally, Managing Director of the United Kingdom subsidiary, is at left. Story, page 4.

### Inside

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# Moving forward with EISA

A conversation with Vice President of Sales and Marketing Mike Swavely on Extended Industry Standard Architecture (EISA) . . .

## Does EISA represent rebellion or revolution?

Neither. It is not a new bus. It simply extends the de facto industry-standard 8/16-bit bus that has gained world-wide acceptance in business computing. EISA is an evolutionary step that offers full compatibility with the installed base of all the popular 8- and 16-bit add-on boards.

EISA is a big boost to the bottom line. With it, business will keep benefiting from investments in ISA PCs, software, peripherals and training. These growing investments in the industry standard already amount to more than \$100 billion. There are more than 20 million ISA users around the world.

## In what other ways is EISA significant?

More than 60 leading PC manufacturers, hardware vendors and software vendors announced their support for EISA Sept. 13. These companies declared their commitment to develop products incorporating the extended architecture.

***'EISA is a big boost to the bottom line. With it, business will keep benefiting from investments in ISA, PCs, software, peripherals and training.'***

Its new capabilities include a 32-bit bus extension to the present 8/16-bit industry-standard bus. Increased bandwidth is designed to support a generation of future PC applications like advanced networking and other applications now associated with work-group and departmental computer environments.

## Would you say EISA belongs to the future or the present?

It belongs to both. It's certainly designed for the future. It will serve the future well, too. But its strong and deliberate ties to the current standard provide users a smooth transition to new technologies and new applications for PCs. These technologies can be adopted at the user's pace. There's no need for a painful break with the past.

## Would you describe Micro Channel Architecture as a break with the past?

I would.

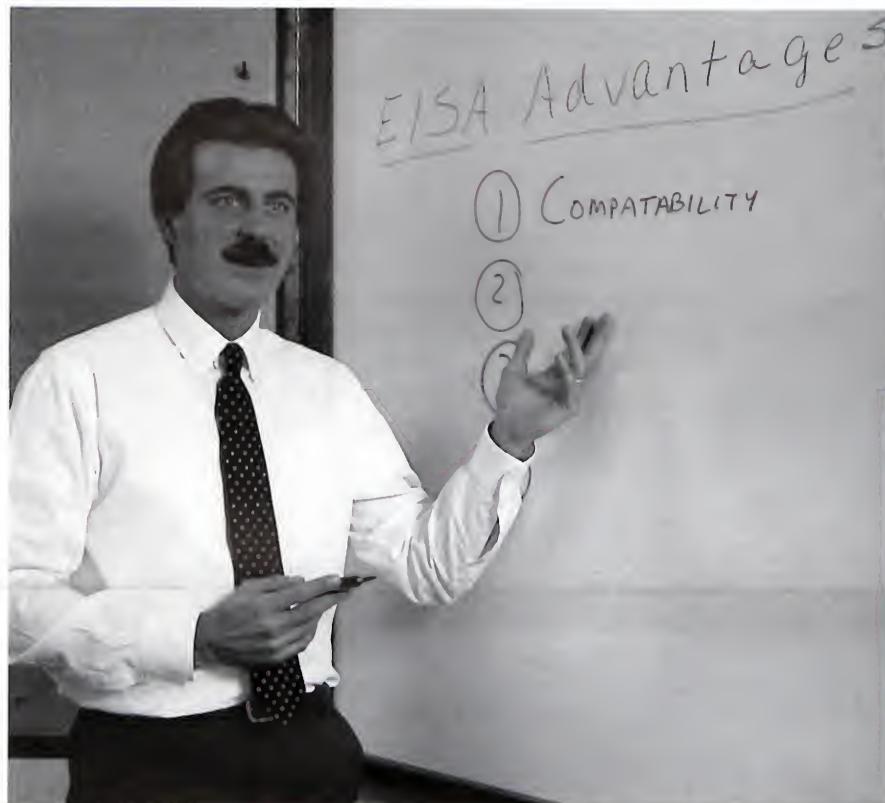
## Would you describe Micro Channel as a superior architecture to today's AT bus?

I would not. It's in between, but it gets neither the single user personal productivity or the multi-user departmental computing job done well. Bus master capability and other parts of Micro Channel have benefits when applied to the right future applications such as network servers and similar multi-user applications. But those applications will

## Does Micro Channel have the advantage by being here now, although EISA won't be available until 1989?

I don't think so. The applications which will truly benefit from EISA capabilities are not available today and will

***'We started off with 60 vendors. Now we have more than 80. Momentum continues to grow.'***



Mike Swavely offers EISA insight

***'Micro Channel will always have the critical flaw of being incompatible with the huge installed base of industry standard machines.'***

not be optimized with 16-bit bus master implementations. They will need 32-bit bus masters and the higher throughput that EISA provides. For single user, personal productivity applications, Micro Channel products have been unable to demonstrate any performance advantages under either DOS or OS/2. Personal computers designed to provide optimal performance, such as COMPAQ products, continue to outperform MCA-based products while still providing full compatibility with the "AT (ISA) bus."

only start becoming available in late 1989. These departmental computing applications will need new operating system capabilities, new applications software and new peripherals in combination with the I/O bus capabilities in order to provide new user solutions. In today's applications, MCA offers no user performance benefits yet costs the user compatibility with his existing PCs.

## Would you describe EISA as clearly superior to MCA?

Yes. As Micro Channel evolves, it might become almost the equal of EISA from a functional perspective. However, it will always have the critical flaw of being incompatible with the huge installed base of industry standard machines. We expect MCA to be enhanced significantly in the years ahead to provide many of the functions that EISA provides from the start. However, EISA was designed to be competitive with third-generation MCA — not just today's first generation MCA.

## Isn't demand for open architecture an important reason for the development of EISA?

Yes. The 60 industry vendors who joined to develop the EISA specification wanted an open architecture. They wanted the resulting architecture made available to any manufacturer who wished to advance the industry standard.

## Increasing industry support seems to be indicating EISA is the right approach.

Unmistakably. We started off with 60 vendors. Now we have more than 80. Momentum continues to build.

## So many people are new to the industry. Would you review for them the elements of ISA?

Certainly. There are three elements. First, a standard microprocessor family, which is the computer's engine. Second, a standard operating system, which is software that controls and manages basic PC functions. Third, a standard I/O bus or expansion slot. This moves information into and out of the PC.

## How does EISA fit into this standardized picture?

It is a superset of today's industry-standard bus. EISA is the result of a natural evolution of the prevailing industry-standard architecture. It addresses the expected use of PC platforms in a

***'EISA clearly is a safe, sure road to tomorrow's products.'***

departmental computing environment. Personal computers taking advantage of EISA will be the preferred business instrument for advanced network servers, database engines, transaction processing and departmental computing.

## And these applications are better done with EISA than with Micro Channel?

The maximum bus transfer rate of EISA is 50% faster than that of Micro Channel-based machines. EISA supports memory greater than the 16-megabyte maximum in Micro Channel and delivers a faster DMA transfer rate. EISA also features a larger option card area, making it easier for add-on board developers to offer greater functionality.

## You feel dealers are better off committing to EISA?

The future belongs to the industry standard. There will be faster 80386 microprocessors, and eventually a compatible 80486 microprocessor. EISA was designed to utilize and optimize these new processors and other new technologies as they become available without sacrificing the users' investment in existing PC products. EISA clearly is a safe, sure road to tomorrow's products. In my judgment, its benefits are so compelling as to give PC users and resellers an easy choice.

## Media awards

*Continued from page 1*

### Two COMPAQ models PC WORLD winners

PC WORLD readers named the COMPAQ DESKPRO 386/20 the No. 1 desktop and the COMPAQ PORTABLE 386 the No. 1 transportable in the magazine's annual World Class Awards contest.

Compaq dominated the transportable ballot. Readers named the COMPAQ PORTABLE III their second choice, with the COMPAQ PORTABLE 386/20 No. 3 and the COMPAQ PORTABLE II No. 4.

The COMPAQ DESKPRO 386 was second in desktop polling.

Compaq might have swept the three personal computer categories, but the COMPAQ SIT/286 was introduced after the completion of voting. The Toshiba T3100 was first in laptop voting, but with a significantly smaller share of votes than the two winning models from Compaq.

Winners were announced in PC WORLD's October issue.

### CRN picks Canion

Describing Ron Canion as "a Casio kind of guy" in "an industry full of Rolex watches," Computer Reseller News named the Compaq President and Chief Executive Officer No. 1. among its top 25 executives of the year.

CRN noted that when Canion replaced his inexpensive watch by request because it appeared in magazine photographs, "Few were surprised that he placed the needs of the company above personal desires."

The story also mentioned that the "level-headed Canion views himself as a communicator and facilitator for the company, someone who strives to keep the corporate culture built upon consensus intact."

"As a leader, Canion says he has tried to foster an environment 'where people are really free to act completely openly, to accept new ideas, to move from their own position if anyone can show them a good reason.'"

The story concluded, "Canion attributes Compaq success to the validation of the processes in place rather than to his individual leadership."

### Marketer of Year

ADWEEK'S Marketing Computers has chosen Compaq its Marketer of the Year.

Lauding "a skillful reading of the marketplace combined with its state-of-the-art technology and unwavering support of Industry Standard Architecture" that have given Compaq "a position of leadership in the PC industry," the magazine featured Compaq in its November cover story.

Citing the months after IBM announced Micro Channel Architecture nearly two years ago, the article noted, "It appeared that IBM had struck a decisive blow."

The story continued, "Many observers were convinced Compaq was merely biding time until its (MCA-equipped) PS/2-compatible research and development efforts were ready. But over the past six months, it became apparent that IBM was itself struggling."

"And this year, when observers thought Compaq might begin to feel the pinch from IBM and the Micro Channel, Compaq growth has continued unabated."

# Distribution growth keeps stride with Compaq

Ernie Haynes faced three career choices late in 1982.

He could stay with the medical company that employed him. Medical companies, friends pointed out, offered much stability.

He could accept a heavy equipment manufacturer's offer, which other friends advised him was the right choice.

Or he could become the one-man shipping department for a fledgling computer company none of his friends could recommend. They'd never heard of it.

"Everybody told me to stay with the medical company or go with the heavy equipment manufacturer," Haynes recalls. "Everybody thought the computer company was too young to go with."

But Haynes was attracted to the computer company, only two months after it had been named Compaq. He accepted the job.

From Jan. 24, 1983 — the day Haynes joined Compaq — company expansion and growth in Haynes' shipping area has been meteoric. From a one-person shipping department nearly six years ago, the company now needs a 40-member staff assisted by a computerized system which guides fork-lift vehicle operators through their daily work.

Growth in square footage has been no less dramatic, according to Richard Beavers, Manager.

From 100 square feet six years ago, distribution space grew to 18,000 square feet in 1984. Over the next three years, it reached 30,000, 60,000 and 90,000. Earlier this year, a 100,000-square foot distribution center was opened in Compaq Center-West to handle all Houston-manufactured products. The company also maintains distribution centers in Canada and Scotland.

The staff and equipment in the new, 100,000-square foot distribution center has these primary functions — receiving, storing, replenishing, cycle counting, sales order processing, sorting, pallet consolidating, shipping, controlling quality and operating a radio frequency communication system.

"Distribution at Compaq is not unlike that at many other other companies where 50% of the month's shipments may be required the last week of the month," says Corporate Distribution Manager Richard Beavers.

"Flexibility has been the key in successfully meeting this requirement. Personnel willing to make sacrifices have given us this flexibility."

Beavers says flexibility of space, handling equipment and software systems as well as people "assure that distribution growth keeps stride with Compaq."



**Ramona Pearson, Ernie Haynes and Richard Beavers have watched Houston's Distribution Center mature to 40 employees and 100,000 square feet. Less than six years ago, Compaq had one distribution employee working in a 100-square foot area.**

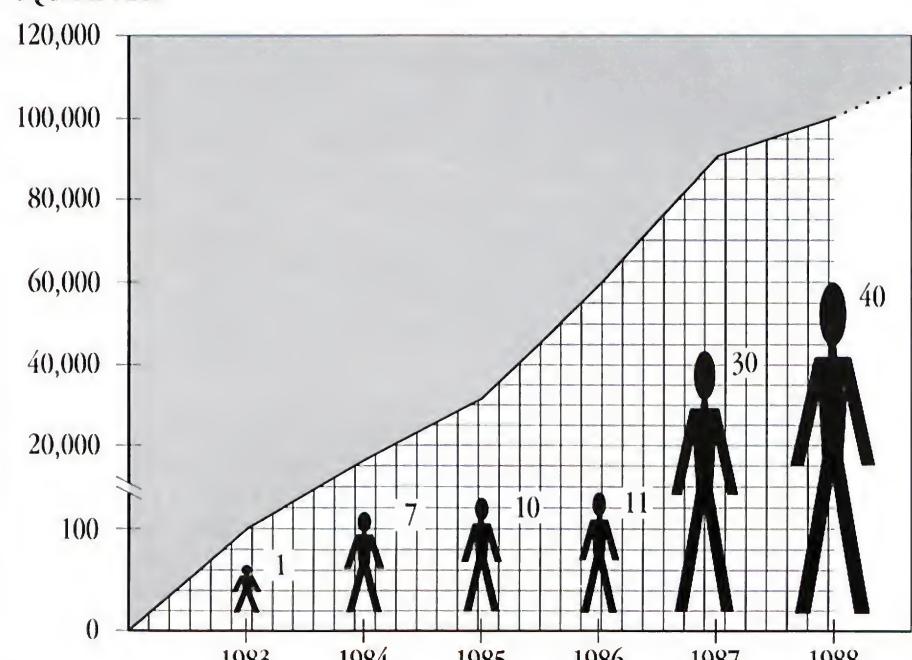
## Ground broken for Singapore facility

As the Singapore Economic Development Board launched its international conference, "Global Strategies — The Singapore Partnership," an unrelated but significant event was taking place in the Southeast Asia nation. Compaq was breaking ground for a new, 300,000 square-foot facility.

Compaq Asia Pte is scheduled to complete its move into the facility in March, 1990.

Philip Yeo, Chairman of the Singapore Economic Development Board, was the featured speaker. Steve Hamblin of Compaq also addressed a gathering of 170. The guests included an estimated 120 government representatives, architects and contractors, as well as about 20 journalists and 30 Compaq employees.

### SQUARE FEET



**Tracking growth of the Distribution Center in square footage and people**

## UK move given royal treatment

**A** Compaq move to meet rapid growth and an appearance by Queen Elizabeth highlighted the recent opening of the 102,000-square foot Richmond Riverside facility near London.

After outgrowing its space in another Richmond, England, office, COMPAQ Computer Limited has now leased 82,000 square feet of the new facility. Joe McNally, Managing Director of COMPAQ Computer Ltd., said the United Kingdom subsidiary now employs 180 people and will hire about 200 more over the next two years.

Compaq sales, marketing and technical support headquarters are moving to the new Richmond Riverside headquarters, in which ancient facades already standing are used in construction.

Compaq has taken lease for 25 years. Move-in should be complete by March. Much of the 82,000 square feet spread over three buildings will be sub-leased for up to three years.

Richmond Riverside is a 25-million pound (about \$45 million) re-development project on the banks of the Thames River in Richmond. It features modern office facilities with cantilevered stone stairways, shops, restaurants and terraced gardens that extend down to the Thames. One building in the complex was erected in 1716.

"It is especially pleasing that we can remain in Richmond," McNally said. "We have the advantages of easy communication with London and the M4 (main highway) corridor, and the area's pleasant surroundings."

Queen Elizabeth attended opening ceremonies Oct. 28. She signed the visitors' book and unveiled a plaque at Hotham House, largest of the three facilities in which Compaq personnel will office.

Compaq entered the UK early in 1984 and has established itself as Britain's second largest supplier of business personal computers.

## Thieves confronted by bold security guard

**L**eonard Davis never hesitated. The Houston-based security guard spotted thieves escaping with "t-tops" stolen from the car of a Compaq employee. The car was parked outside an "off-campus" building where numerous Compaq marketing staff members had worked before moving to CCA-6.



**Houston-based security guard Leonard Davis courageously pursued thieves**

Armed only with pen and paper to record the fleeing thieves' license number, Davis sprinted after the car as it headed for a nearby road and escape.

"I noticed Leonard running after the car," a witness, Houston-based secretary Barb Schanz, wrote in an Oct. 26 memo of commendation to Manager of Corporate Security Al Waters. "I assumed the driver was a Compaq employee who had forgotten something Leonard was trying to give him. Suddenly, another car was being driven right at Leonard. He moved from side to side to try to avoid the second car. Each time, the car turned in the direction of Leonard's move, making it obvious the driver was trying to run Leonard over. Luckily, Leonard managed to fall out of the way as the second car sped away."

The memo continued, "When I went up to Leonard to see if he was all right, he indicated that people in the first car had stolen some t-tops. Later, I found the second car was another employee's car that had just been stolen. I was shaken and could only imagine how shaken Leonard must have been."

Schanz noted in her memo to Waters, "Too often good deeds go without being mentioned to the employee's supervisors. I just felt this letter should be written and I hope be placed in his personnel file."

**Amid dramatic growth, Houston-based Compaq employees still participate in**

**quarterly meetings. The fourth-quarter gathering touched a milestone. Since near-**

## Compaq presents Australian award

**M**ichael Chaney, 38, has won the 1988 BRW/Compaq Young Executive of the Year Award, which is presented each year in Australia.

Chaney was one of 65 nominees. He is Executive Director-Finance, Wesfarmers. Sen. John Button presented the national award.

The Compaq Australian subsidiary, CCA Systems, started the award in 1986 to promote commitment to excellence and to recognize talented young executives. The 1988 award was sponsored jointly with Business Review Weekly, a national magazine in Australia.

More than 300 attended the Sept. 5 ceremonies.

Ian Penman, Managing Director of CCA Systems, was among the judges who

chose Chaney and four other finalists from the 65 nominees. The winner also received a COMPAQ PORTABLE 386.



**The winner: Michael Chaney**



**Houston staffers who work in an office area of a garage arrived for the October employee's meeting in their "Garage Squad" t-shirts**

## Houston empl



## Employee meeting

by Metropolitan Baptist Church could not accommodate all Houston personnel in

two sittings, three meetings were required for the first time.

## Minister, COMPAQ PLUS unhurt in auto wreck

Here's a letter on COMPAQ PLUS durability from Dwain Camp, Assistant Pastor of Houston's Bethel Independent Presbyterian Church:

"October 18, 1988

"To the Makers of Compaq Computer,  
"I purchased my COMPAQ PLUS a year and half ago. I use it primarily for word processing for my sermons and also for tracking our home budgeting.

"The COMPAQ has been so reliable and helpful that I have paused to thank God for it on a number of occasions. Two weeks ago, I was in a car wreck. The PC was in the front with me in the passenger seat. The other car hit me broadside on the passenger side. The computer was knocked up into the dash, and struck it with such force that the dash board was

broken in several places. (The PC, however, showed no visible evidence of being damaged.) The car was totaled. I escaped by the grace of God without a scratch.

"My immediate concern was not the car but the PC. I have grown quite attached to my PC. As soon as I could, I got the PC to the house and plugged it in. It booted right up. That's the kind of performance and reliability that brings a contented smile to this consumer.

"Again, I want to say how much I have enjoyed my COMPAQ. You folks are doing things right. Keep up the good work.

"Very truly yours,  
"Dwain Camp"

## Seen in the press

### THE WALL STREET JOURNAL

October 17

"Compaq Computer Corporation enters the laptop race today . . .

"The long-awaited model is the first laptop to incorporate a new generation of sharper graphics called VGA, which has been available on desktop computers for more than a year. It uses a new version of Intel Corp.'s 80286 microchip which draws less battery power than the original — allowing the laptop to run for about three hours before recharging. And the Compaq machine has a detachable keyboard, which some may find more comfortable to use.

"We think it's a breakthrough product that will spur the laptop market to achieve the kind of growth that has been predicted for a long time," said Michael Swavely, Compaq Vice President, Sales and Marketing. Mr. Swavely predicted that Compaq would eventually grab more than half the laptop market, but he wouldn't say how long that might take . . .

"Compaq announced some breakthroughs for its laptop that others don't seem to have yet — the battery recharges in an hour and a half, compared to up to 12 hours on some others — and the model is priced competitively. With a

20-megabyte hard disk for storage, the list price is \$5,399. The similar Toshiba model, which isn't available yet, will cost \$4,999. With a 40-megabyte hard disk, the Compaq model costs \$5,999.

"Industry observers said they thought the Compaq was a strong entry. 'Compaq has stepped into the market and is arguably the leader in performance and functions for the price. I think they're going to sell them as fast as they make them,' said William Zachman, president of Canopus Research, an industry research firm."

### PICO MAGAZINE

October

(John McCormick on the COMPAQ PORTABLE 386)

"Not since the days when I rode motorcycles have I felt the thrill of sheer power I sensed when I started up this spectacular machine.

"Compaq has proven to just about everyone (certainly to IBM and Tandy) that by building innovative, sophisticated and cost-effective computers you can play ball with the big boys of the computer world. Hundreds of clone manufacturers are turning out machines — many of them quite good — but few if any can match the quality and sheer power of Compaq top-of-the-line products."

## Tech Tip

**Question:** I have a tape backup unit in my COMPAQ DESKPRO and want to backup my 40-megabyte hard disk. How do I accomplish this?

**Answer:** Let's assume that the tape backup unit is a 40-megabyte unit, and the hard disk is partitioned for 30 megabytes as Drive C: and 10 megabytes as Drive D:.

To backup the Drive C: partition, the command would be:

TAPE BACKUP D: /A

The /A parameter tells the tape utility to backup Drive D: and append, or add, this backup to the previous backup of Drive C:.. If you prefer, you can use separate tapes for each partition.

But what if my hard disk is larger than 40 megabytes?

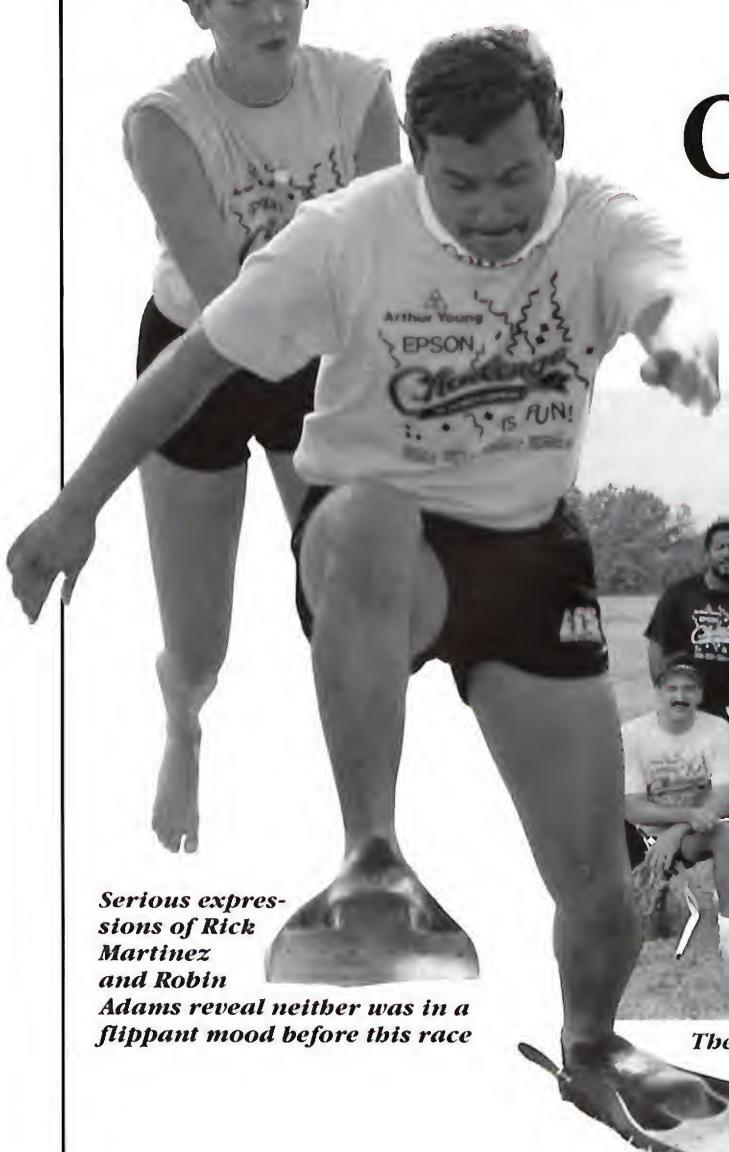
No problem. When the tape utility has used all available space on the tape, it will prompt you to insert additional tapes as needed.

Thanks to Lloyd Phelps, Headquarters Support



John-Olof Ingvarsson, left, and Lars-Erik Nilsson cut a marzipan cake in celebration of the Swedish subsidiary's first birthday. The almond-paste cake measured seven feet in length

# Corporate Challenge



*Serious expressions of Rick Martinez and Robin Adams reveal neither was in a flippant mood before this race*



*The 386'ers: front row from left, Tony Franceschi, Jim Hollas, Jasper Ross, Bill Doerre, Ron Lee, Pat Johnson, Gary Volka, Rodney Ross, Rick Martinez, Ron Bowden; back row, Cleveland Joseph (who coached both teams), Lea Wilke, Claire Harris, Lorna May, Tracy Schindler, Robin Adams, LaVonne Parsons, Tracie Spiller, Linda Morrison, Ruthie LaCour, Dana Minor.*



*The Sportables: front row from left, Stacey Wert, Ted Fritsche, Brenda Ellis, Tina Ledesma, Carlo Havel, Ricky Spiller; middle row, Sheila Matthews, Sharon Jamail, Elizabeth Brindley, Stephanie Parrish, Suzie Lasson, Jeff Linn, Tom Parsons; back row, Roger Javens, Greg Kincade, Curtis Bissonnette, Barry Puls, Mark Ruch, Merrill Smith, Julie Shute, Mark Bolam, Cleveland Joseph.*



*"Sportables" from Compaq kept their feet long enough to place second behind Texaco in over-all Corporate Challenge standings. The other Compaq team, the "386ers," finished fifth among the ten teams*

## After Hours

The busy holidays are upon us. The Association of Compaq Employees (ACE) is staying busy, too. The following are current Houston activities through ACE:

### Special events

After a successful "Scare on the Square," plans are under way for a holiday food drive. With so many people needing our assistance, it is important to show Compaq cares. Watch for donation boxes in your area.

### Employee services

Gold C Books are finally here. They sell for \$5, a \$3 saving. Discounted AMC movie tickets (\$2.95 for any show, anytime) are also available. Contact your area Employee Services representative or the ACE HOTLINE (374-2414) for more information.

### Team sports

Compaq employees are playing on nine men's basketball and eleven co-ed volleyball teams at the Cypress Creek YMCA. Bowling leagues are still going. Softball is winding down for the winter. Contact Ron Bowden (374-6690) for the name and phone number of the specific sport manager.

### Individual health & fitness

Golf continues to be a strong draw with ACE. The confirmed courses for next year are: Bluebonnet — January; Wedgewood — February; and Woodlands North — March. Teams should begin planning now. Contact Shirley McDade (374-1064) for information.

Information about any area running, biking or swimming competition is available through the triathlon club. Jim Hollas (374-6463) can provide dates and other information.



*The Radabaugh family takes to the jogging trail*

## YMCA features family offerings

Being a wife, mother and working as a Clerk III in Human Resources has not kept Terry Radabaugh from including fitness in her busy schedule. Houston-based Radabaugh, her husband, Wayne, and daughter Shannon, 9, joined the YMCA in September when Compaq made membership available. With Wayne working evenings, the variety of activities and times gave the Radabaughs just the solution they needed.

Terry takes advantage of the Cypress Creek YMCA's new weight room after work. Wayne pumps iron in the morning. The scenic jogging trails are also appealing to Wayne, especially in summer when he can swim afterward. Noon basketball games have given him a chance to meet some of Terry's co-workers.

Shannon plays on The Jets soccer team and is involved in swimming. The Jets weekend games provide an opportunity for the Radabaughs to spend time together.

Health Trek '89 will offer information on all YMCA activities as well as insight into family health through screenings, information, demonstrations and speakers. Houston personnel are invited to take advantage of this opportunity by attending Health Trek '89 Saturday, January 14.

## Young chosen YMCA volunteer of year

Houston's Cypress Creek YMCA named Doug Young, Compaq Director of Loss Prevention, its Volunteer of the Year. Young was cited as a key factor in the development of the Compaq partnership with the YMCA.

Young serves as Treasurer for the Cypress Creek YMCA Board and Chair of the Finance Committee. He and his family are active members at the South Montgomery County YMCA.

Kenneth Lay, YMCA Association Chairman, presented the award. Lay is also Chairman and CEO of Enron Corp. and a member of the Compaq Board of Directors.



### Noted with regret

Houston-based employees were saddened by the recent deaths of Phung Pham, Sommermeyer; and Leroy Herrera, CCM-3.

*Health Trek '89 will be held in Houston Jan. 14*

## Holidays for 1989

Here are 1989 holidays that reached the Inside & Out staff prior to Dec. 1. Additions will be made to Holland and Sweden lists, and may be made to other lists.

**Australia** — Jan. 2, New Year; Jan. 26, Australia Day; March 24, Good Friday; March 27, Easter Monday; April 25, ANZAC Day; June 12, Queen's Birthday; Oct. 2, Labor Day; Dec. 25, Christmas; Dec. 26, Boxing Day.

**Belgium** — Jan. 2, New Year; March 27, Easter Monday; May 1, Labor Day; May 4, Ascension; May 15, Whit Monday; July 21, national day; Aug. 14, national day; Aug. 15, Assumption; Nov. 1, All-Saints Day; Dec. 25, Christmas.

**France** — March 27, Easter; May 1, Labor Day; May 4, Ascension Day; May 8, V-Day; May 15, Whit Monday; July 14, national holiday; Aug. 15, Assumption; Nov. 1, All Saints Day; Dec. 25, Christmas.

**West Germany** — Jan. 6, Epiphany; March 24, Good Friday; March 27, Easter Monday; May 1, May Day; May 4, Ascension Day; May 15, Whit Monday; May 25, Corpus Christi; Aug. 15, Maria's Ascension; Nov. 1, All Saints Day; Nov. 22, Day of Prayer and Repentance; Dec. 25, Christmas; Dec. 26, Boxing Day.

**Holland** — March 27, Easter Monday; May 4, Ascension Day; May 15, Whit Monday; Dec. 25, Christmas; Dec. 26, Boxing Day.

**Italy** — Jan. 6, Epiphany; March 27, Easter Monday; April 25, Liberation Day; May 1, Labor Day; Aug. 15, Assumption Day; Aug. 16, national holiday; Nov. 1, All Saint's Day; Dec. 7, St. Ambrogio Day; Dec. 8, Immaculate Conception; Dec. 25, Christmas; Dec. 26, St. Stephen Day.

**Scotland** — Jan. 2, New Year; March 24, Good Friday; March 27, Easter Monday; May 29, spring holiday; Sept. 4, autumn holiday; Dec. 25, Christmas; Dec. 26, Boxing Day; Dec. 27 and 28, company days.

**Singapore** — Jan. 2, New Year; Feb. 6 and 7, Chinese New Year; March 24, Good Friday; May 1, Labor Day; May 8, Hari Raya Puasa; May 19, Vesak Day; July 13, Hari Raya Haji; Aug. 9, national day; Oct. 27, Deepavali; Dec. 25, Christmas.

**Sweden** — Jan. 6, Epiphany; March 24, Good Friday; May 1, Labor Day; May 4, Ascension; Dec. 25 and 26, Christmas.

**Switzerland** — Jan. 2, Berchtoldstag; March 24, Good Friday; March 27, Easter Monday; April 17, Sechselauten (half day); May 1, Labor Day; May 4, Ascension; May 5, Whit Monday; Aug. 1, national day; Sept. 11, Knabenschiessen (half day); Dec. 25, Christmas; Dec. 26, Stefanstag.

**United States** — Jan. 2, New Year; Feb. 20, President's Day; March 24, Good Friday; May 29, Memorial Day; July 4, Independence Day; Sept. 4, Labor Day; Nov. 23-24, Thanksgiving; Dec. 25-26, Christmas.

# 1988 in review

## JANUARY

**"Singapore operation celebrates 100,000 PCBs"**

**"Compaq increases market shares"** — During the third quarter, Compaq dramatically increased its unit and revenue computers sold through Authorized Dealers in the U.S.

**"More awards for Compaq"** — COMPAQ PORTABLE III was voted "Portable Computer of the Year" in an international competition held annually by the computer trade press. **"Company among 'best managed'"** — Business Month chose Compaq as one of five best-managed companies of 1987.

## FEBRUARY

**"Billion \$ Company"** — Compaq officially became the youngest company in American business history to reach the \$1 billion mark.

**"Forbes ranks company as a top performer"** — Compaq ranked 5th in earnings growth, 13th in sales growth, 32nd in stock performance, and in the No. 121 spot for profitability (out of 880 firms surveyed).

## MARCH

**"Sharing a Sense of Pride"** — Company's founders greeted personnel at company meeting in Houston.

**"Compaq begins shipping MS OS/2 operating system"**

**"Compaq celebrates birthday, billion-dollar year"**

**"Six new area sales offices opened in U.S. (Boston, Denver, Detroit, Orlando, Philadelphia and Seattle)"**

## APRIL

**"Swiss subsidiary established"**

**"Grand opening of Scotland facility"**

## MAY

**"Sales, earnings exceed projections for quarter"** — First quarter sales doubled over the same period last year, totaling \$439 million.



*A dream only a few years ago, the Erskine, Scotland, facility was in full production in 1988.*

**"Compaq climbs in Fortune 500"** — Jumped from 409 to 282

## JUNE

**"Compaq, Digital announce agreement"**

**"New director named to board"** — George E. R. (Gus) Kinnear II

**"Compaq market share grows; ISA dominates computer sales"**

## JULY

**"Compaq announces new products, new international subsidiary"** — 386/25, 386s, Belgium

**"Compaq receives E Award from President Reagan"**

## AUGUST

**"Compaq net income up 91% to \$59 million"** (for second quarter)

**"More land purchased"** — 96 acres adjacent to the Houston campus assured space for continued growth

## SEPTEMBER

**"Industry alliance formed"** —

September 13 became a landmark day in the personal computer industry as Compaq and 60 other manufacturers of personal computers, software and peripherals joined to announce EISA, or Extended Industry Standard Architecture.

**"Product line strengthened"** — The COMPAQ DESKPRO 386/20e, the COMPAQ DESKPRO 386/25 Model 60 and a 2400-Baud modem option were introduced.

## OCTOBER

**"Royal visitor"** — Queen Elizabeth attended ceremonies which marked the move of COMPAQ Computer Limited into Richmond Riverside, a striking, 102,000-square foot facility near London.

**"The ultimate laptop"** — The COMPAQ SLT/286 joined the product line Oct. 17. This eagerly anticipated laptop was called "a product unrivaled in features and performance in its class."

**"Ground broken for new Singapore facility"** — Move-in expected to be complete by early 1990.

## NOVEMBER

**"CCW development moves toward goals"** — Compaq Center West, the 95-acre addition to Houston facilities, was nearly full after CCM-4, CCM-5, CCA-4, CCA-5 and CCA-6 move-ins. The buildings contain nearly one million square feet of space.

**"Major awards"** — PC and CHIP magazine were among those who chose Compaq for significant product awards.



*Houston expansion plans with his gesture. Judge Lindsay and Rod Canion were among those who attended the July 13 expansion announcement.*



*On Oct. 17, the COMPAQ SLT/286 brought the company boldly into the laptop market.*

**COMPAQ**